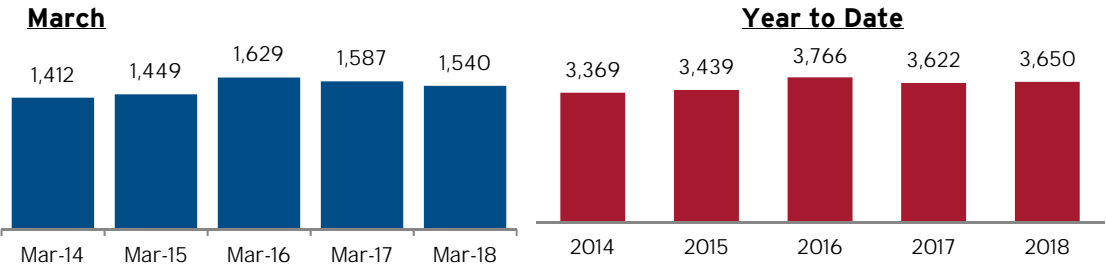


# Market Overview



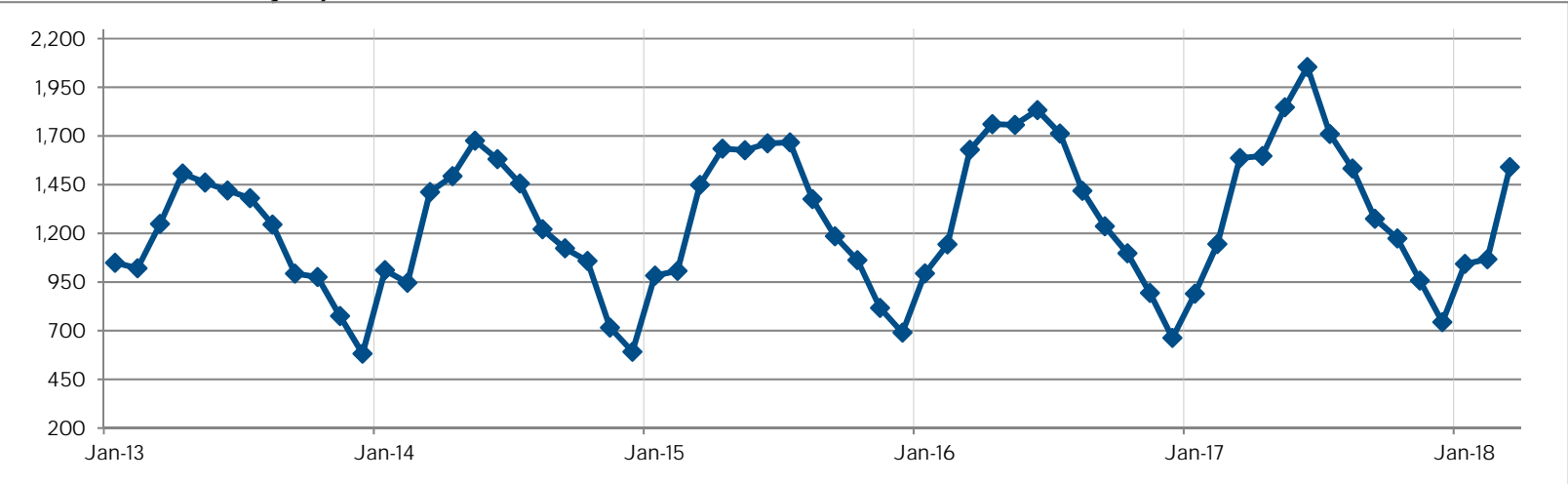
Key Metrics	Historical Sparkbars	March 2017	March 2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		1,587	1,540	-2.96%	3,622	3,650	0.77%
Pending		1018	1,075	5.60%	2442	2,684	9.91%
Sold Listings		1,128	1,108	-1.77%	2,692	2,817	4.64%
Median Sales Price		265,785	298,000	12.12%	265,000	295,000	11.32%
Average Sales Price		296,926	336,564	13.35%	298,345	332,959	11.60%
Pct. Of List Price Received		100.0	100.3	0.30%	99.7	99.8	0.17%
Days on Market		32	25	-21.88%	38	33	-12.39%
Active Listings		1,176	1,074	-8.67%	1,107	1,002	-9.54%

# Market Overview



	New Listings	Percent Change
03/2014	1,412	
03/2015	1,449	2.62%
03/2016	1,629	12.42%
03/2017	1,587	-2.58%
03/2018	1,540	-2.96%

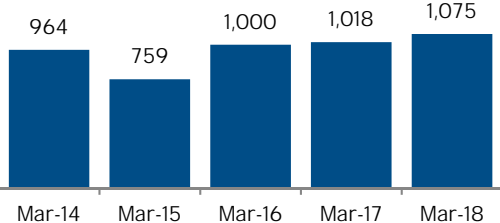
## Historical New Listings by Month



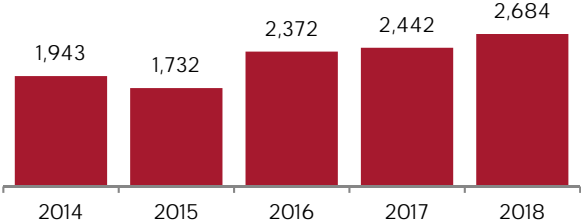
# Market Overview



### March

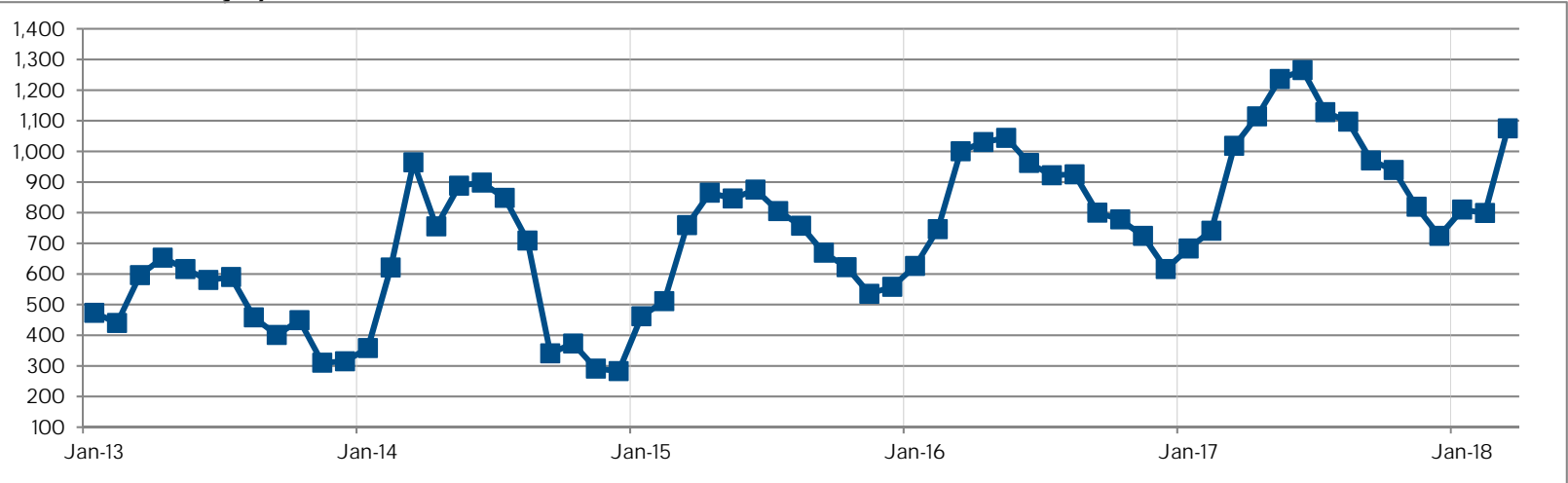


### Year to Date

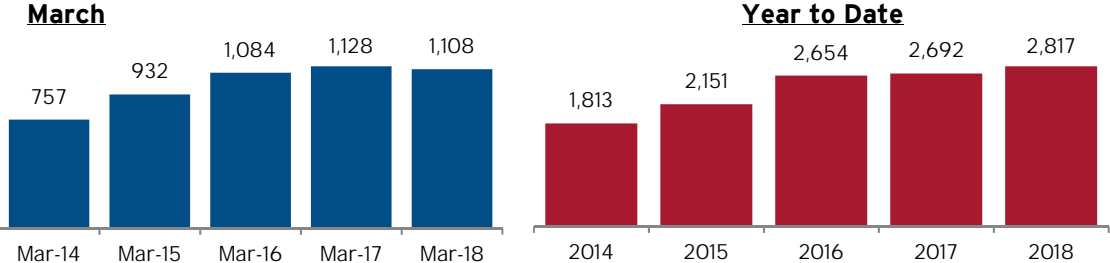


	Pending	Percent Change
03/2014	964	
03/2015	759	-21.27%
03/2016	1,000	31.75%
03/2017	1,018	1.80%
03/2018	1,075	5.60%

### Historical Pending by Month

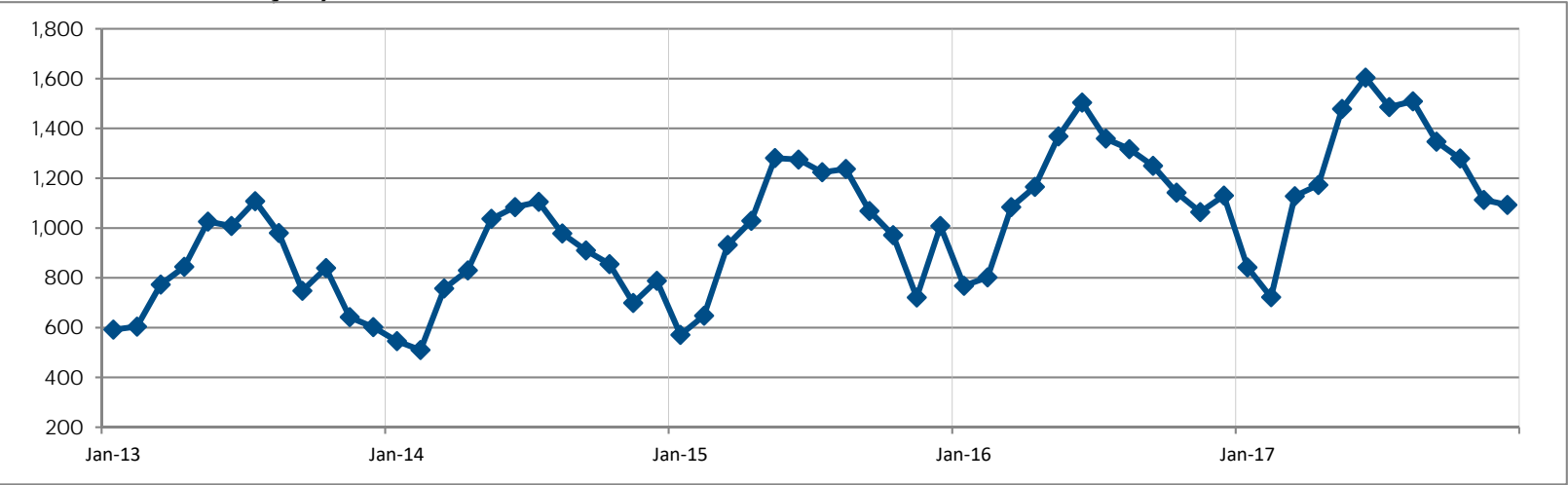


# Market Overview



	Sold Listings	Percent Change
03/2014	757	
03/2015	932	23.12%
03/2016	1,084	16.31%
03/2017	1,128	4.06%
03/2018	1,108	-1.77%

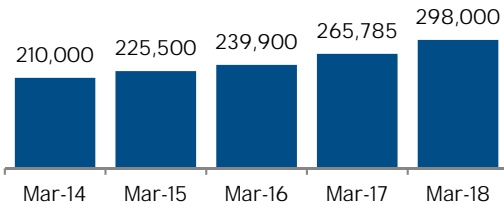
## Historical Sold Listings by Month



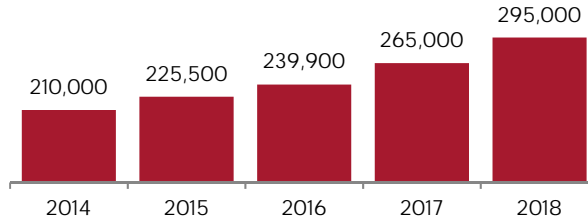
# Market Overview



## March

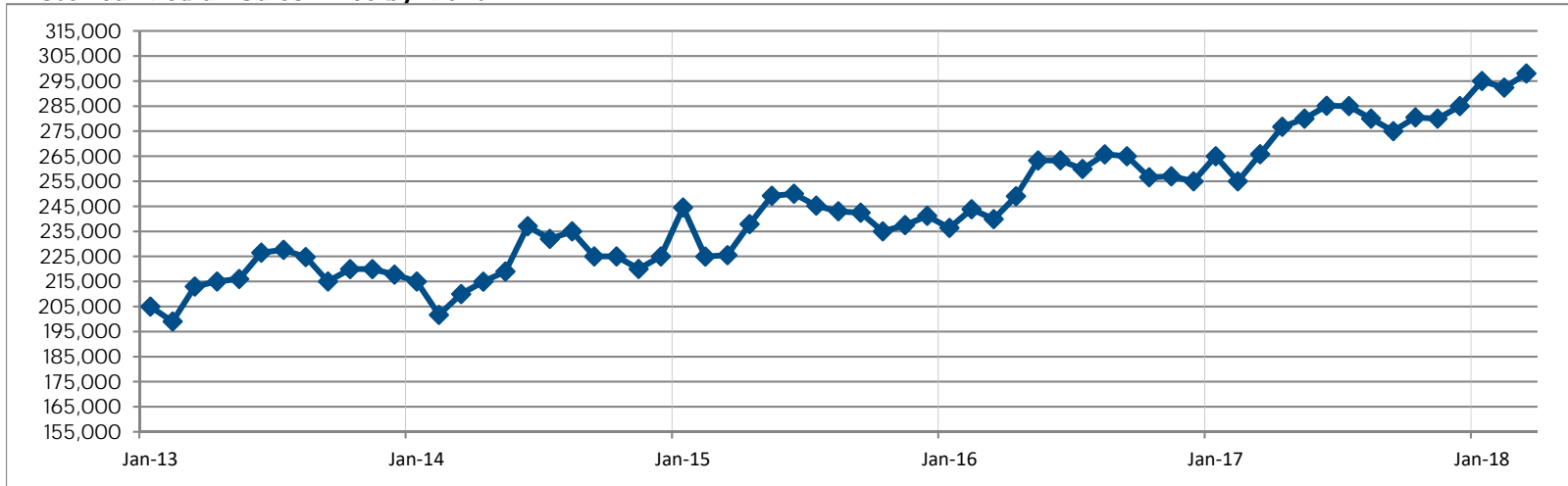


## Year to Date - Median



	Median Sales Price	Percent Change
03/2014	210,000	
03/2015	225,500	7.38%
03/2016	239,900	6.39%
03/2017	265,785	10.79%
03/2018	298,000	12.12%

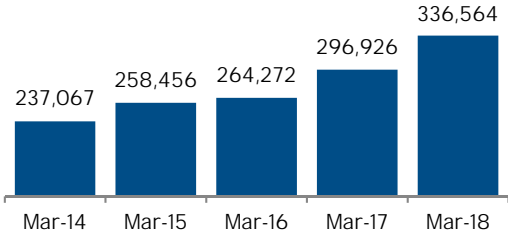
## Historical Median Sales Price by Month



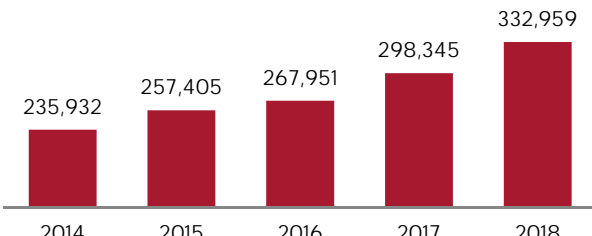
# Market Overview



### March

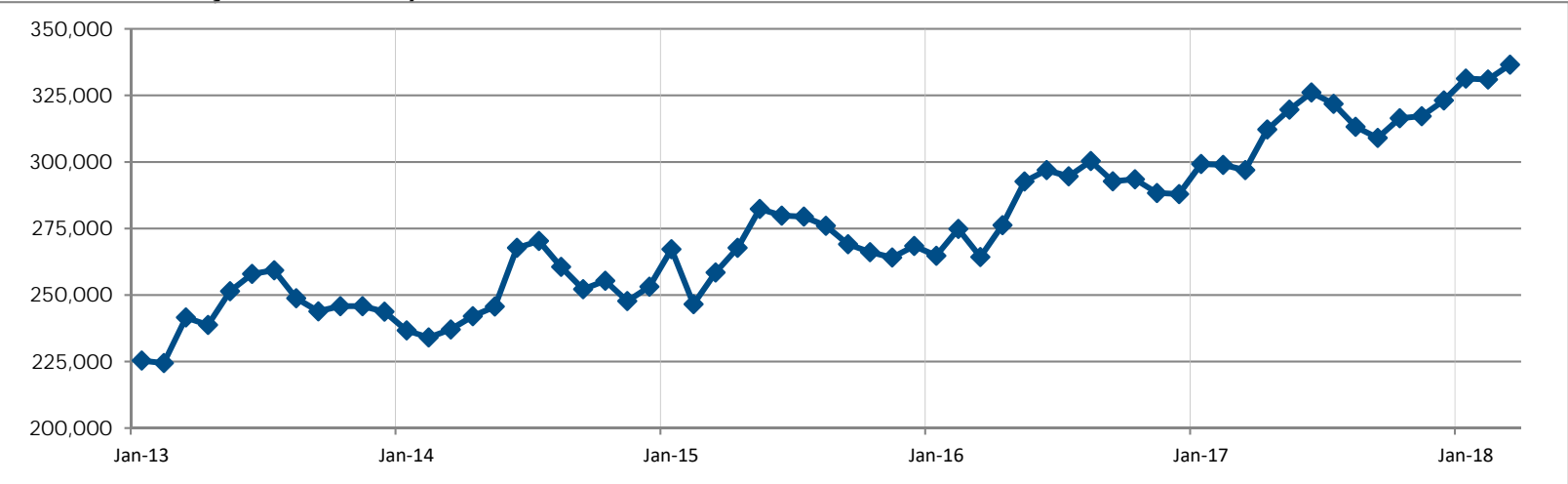


### Year to Date - Average



	Average Sales Price	Percent Change
03/2014	237,067	
03/2015	258,456	9.02%
03/2016	264,272	2.25%
03/2017	296,926	12.36%
03/2018	336,564	13.35%

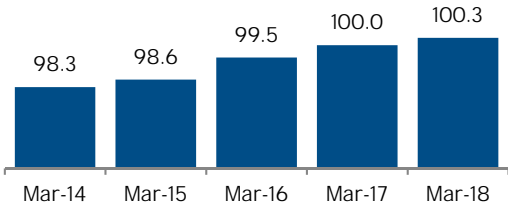
### Historical Average Sales Price by Month



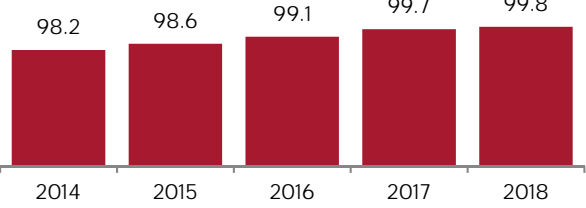
# Market Overview



### March

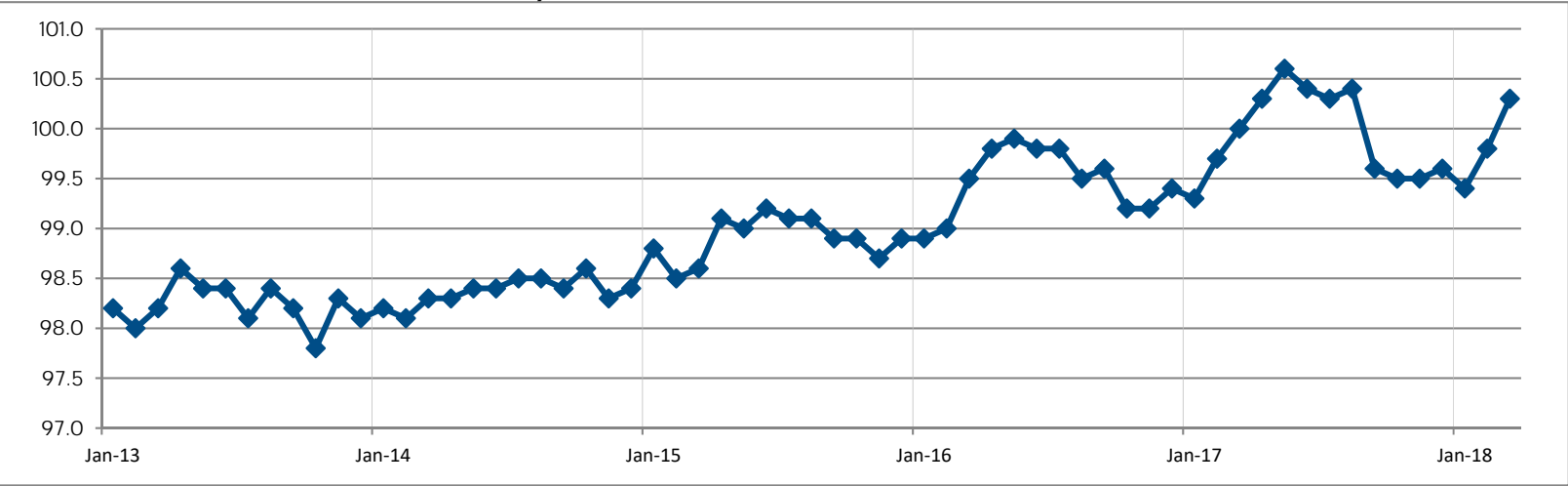


### Year to Date - Average

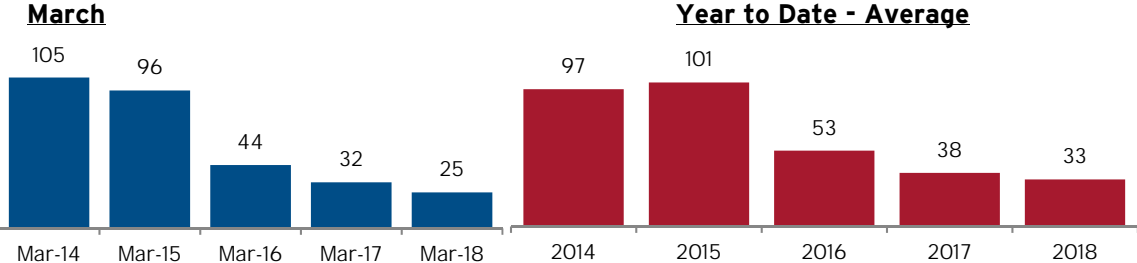


	Pct of List Recvd	Percent Change
03/2014	98.3	
03/2015	98.6	0.31%
03/2016	99.5	0.91%
03/2017	100.0	0.50%
03/2018	100.3	0.30%

### Historical Percent of List Price Received by Month

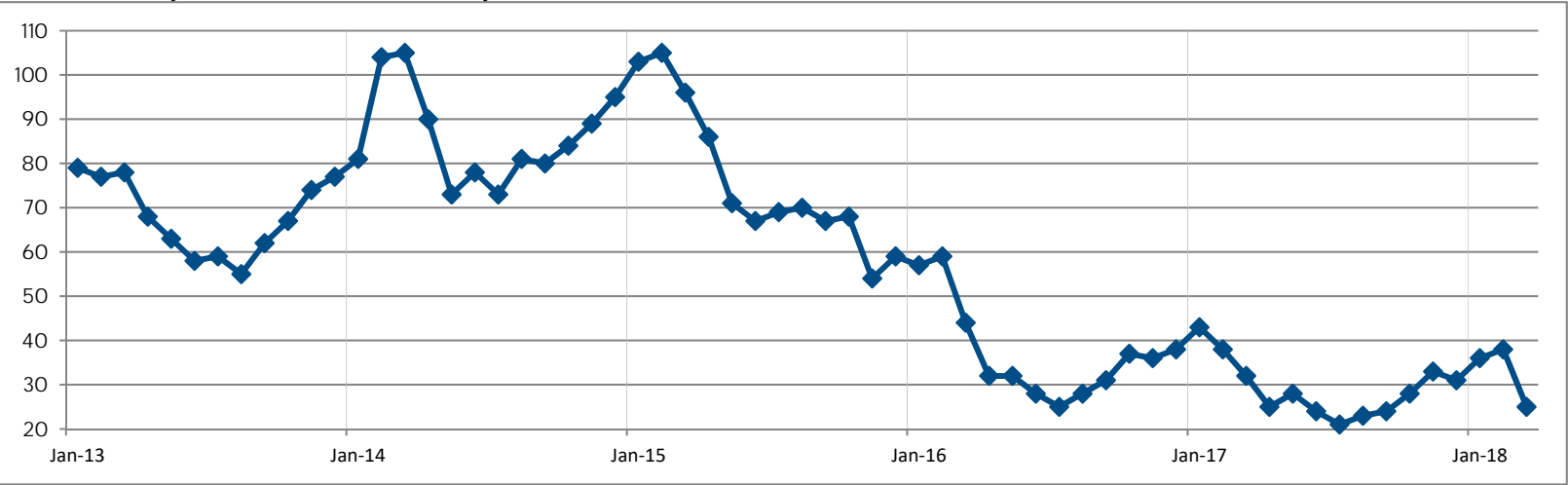


# Market Overview



	DOM	Percent Change
03/2014	105	
03/2015	96	-8.57%
03/2016	44	-54.17%
03/2017	32	-27.27%
03/2018	25	-21.88%

## Historical Days on Market Until Sale by Month

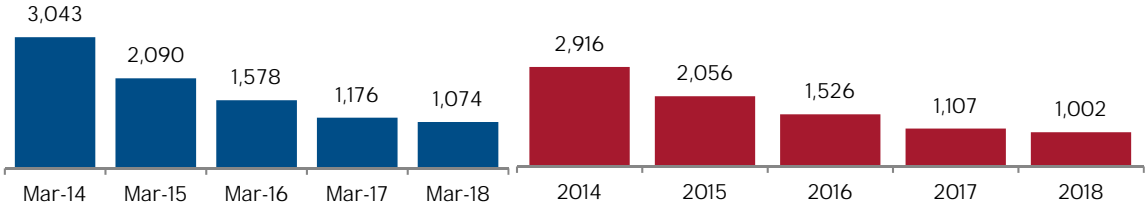




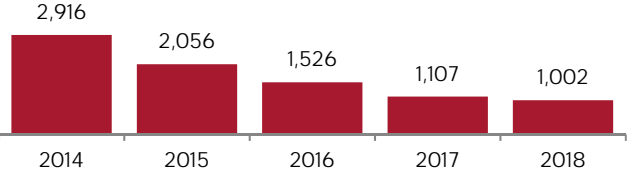
# Market Overview



## March

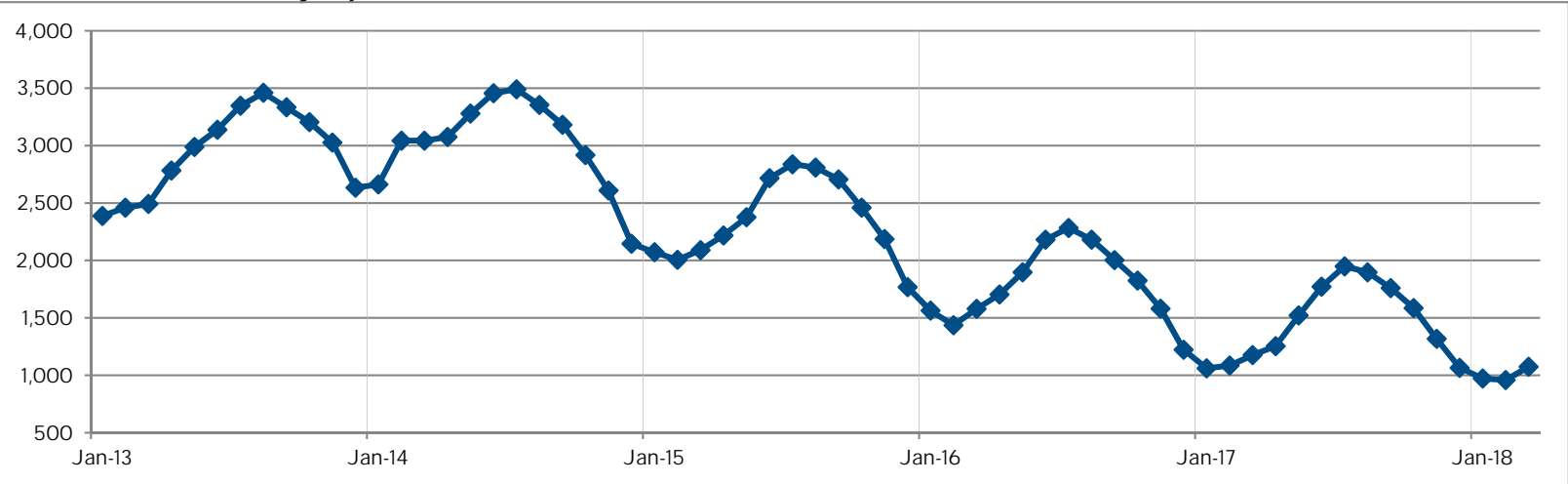


## Year to Date - Average



	Active Listings	Percent Change
03/2014	3,043	
03/2015	2,090	-31.32%
03/2016	1,578	-24.50%
03/2017	1,176	-25.48%
03/2018	1,074	-8.67%

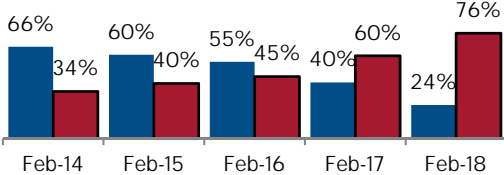
## Historical Active Listings by Month



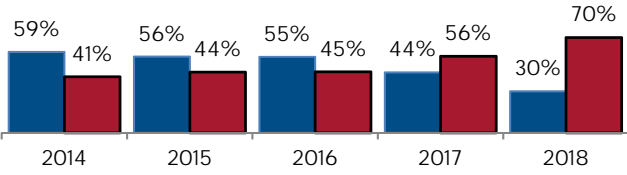
# Market Overview



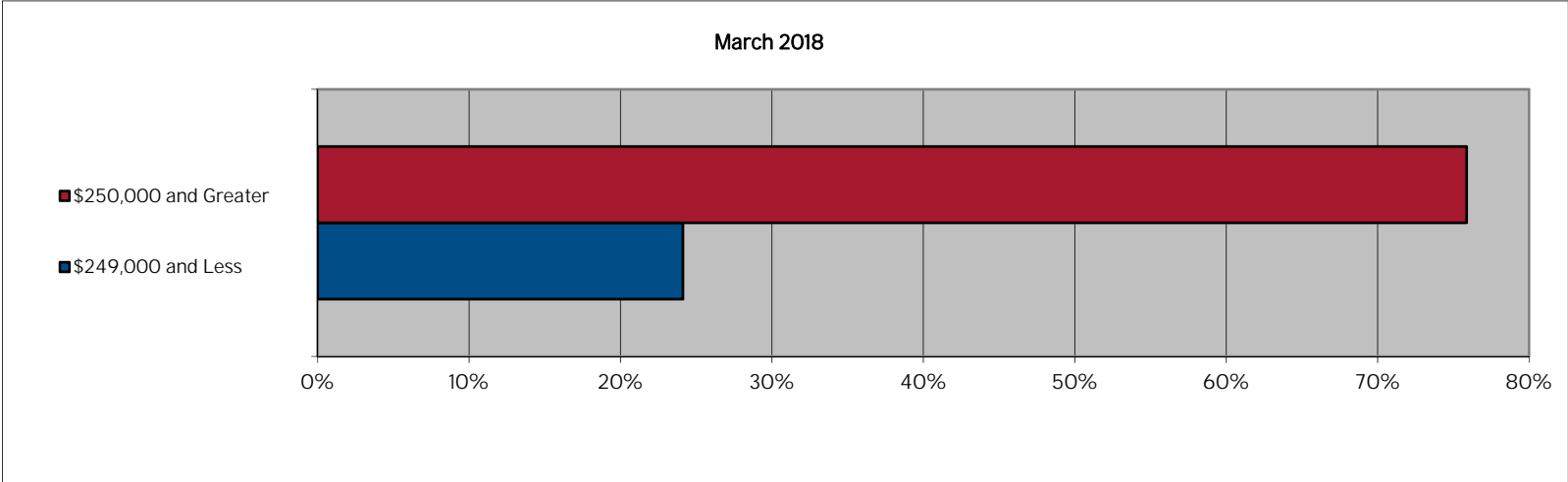
## March



## Year to Date



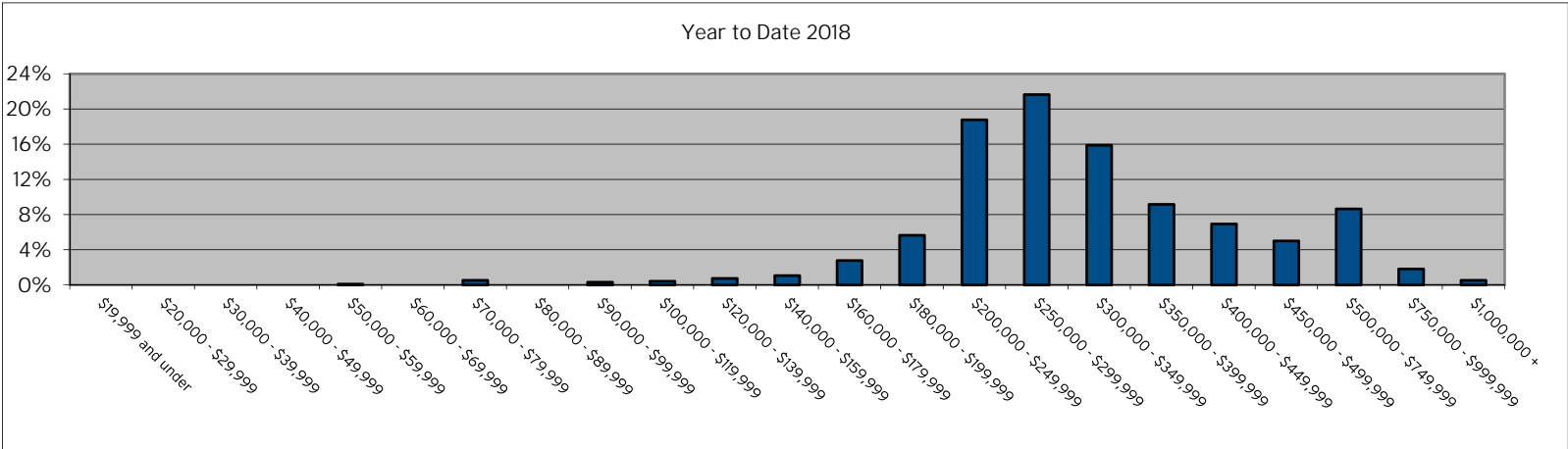
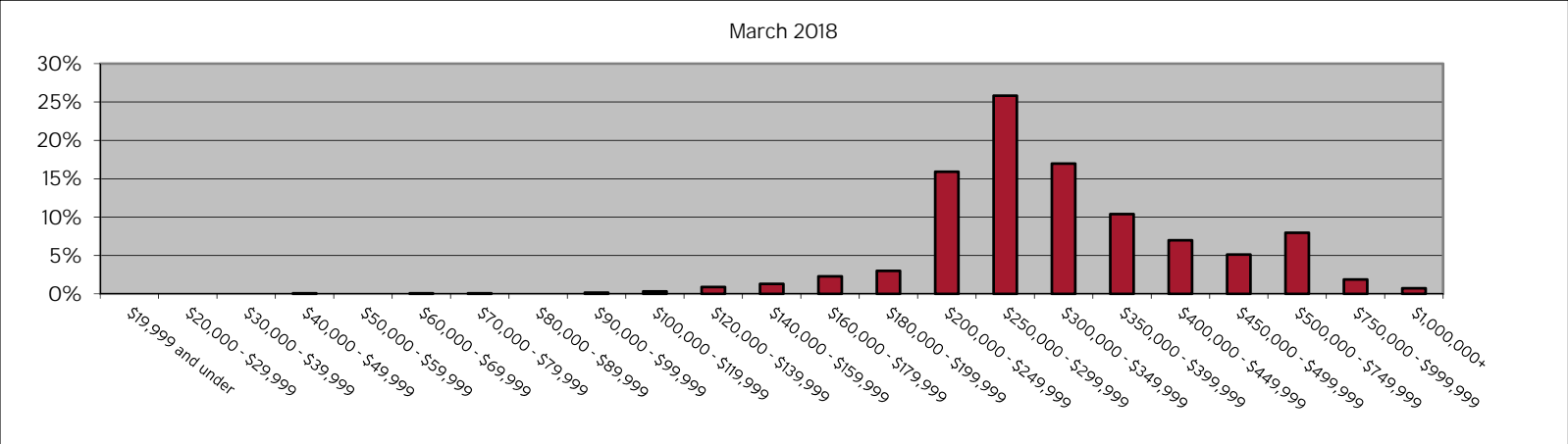
## Percent of Sales by Price



# Market Overview



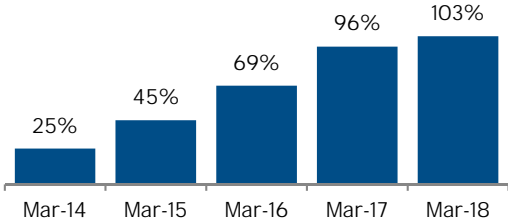
## Percent of Sales by Price



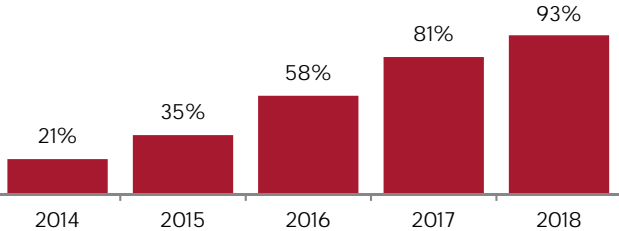
# Market Overview



### March

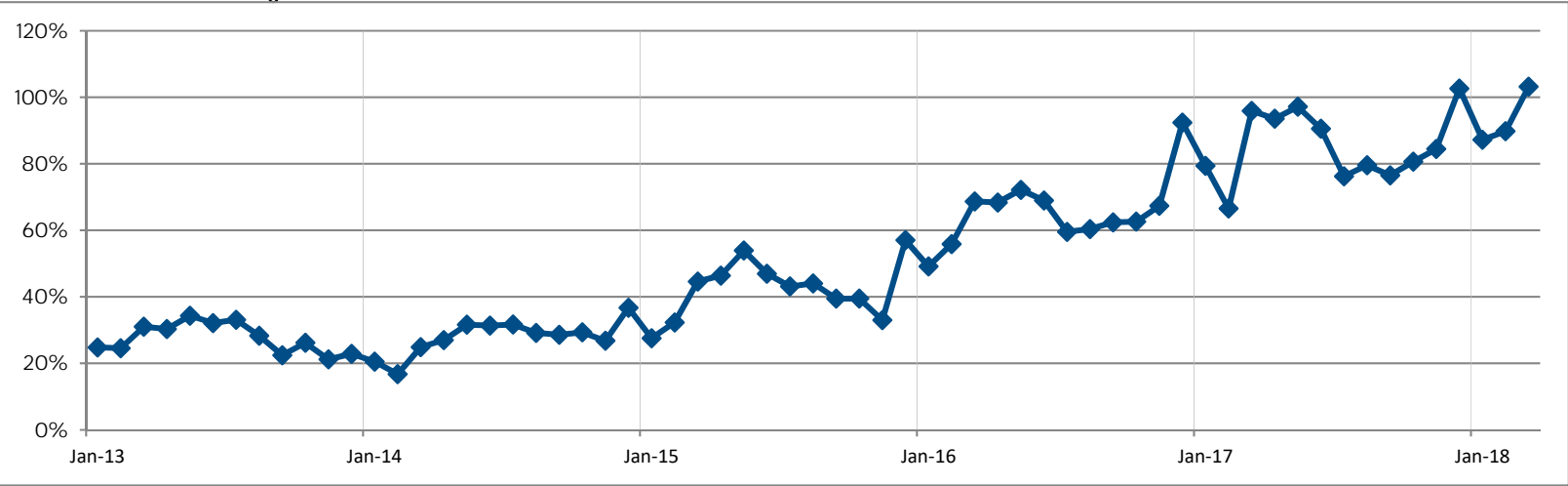


### Year to Date - Average



	Sales as a % of Active Listings	Percent Change
03/2014	25%	
03/2015	45%	79.26%
03/2016	69%	54.05%
03/2017	96%	39.63%
03/2018	103%	7.56%

Sales as a % of Active Listings

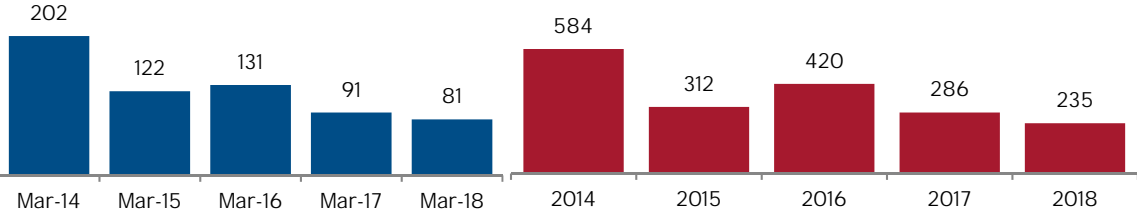


# Market Overview



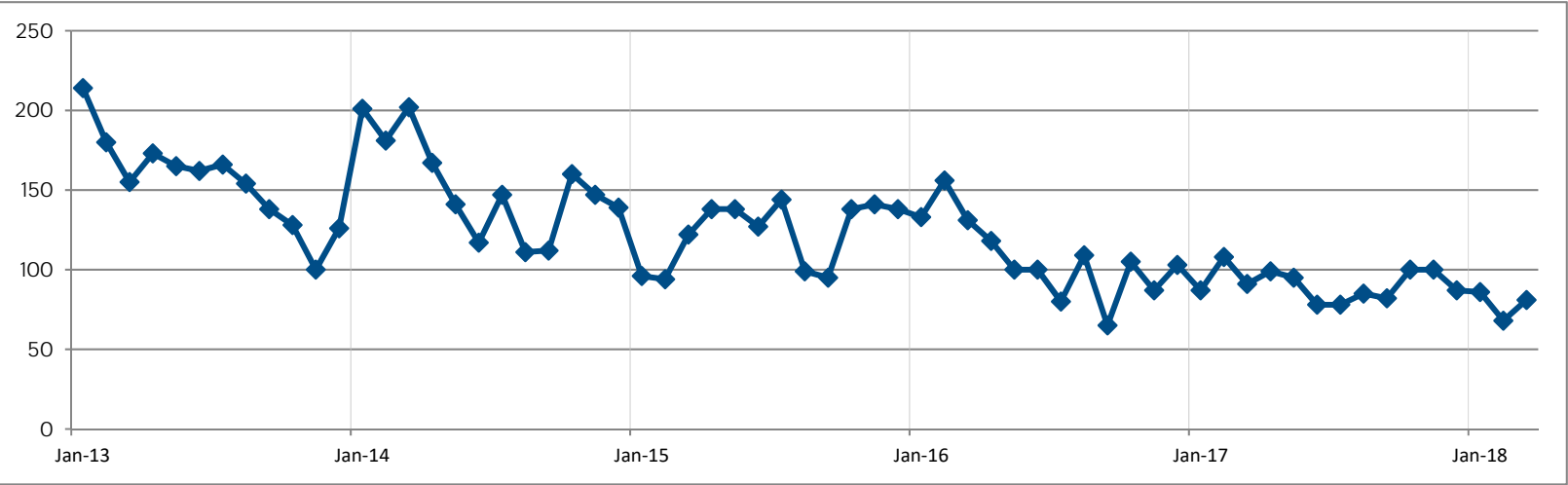
### March

### Year to Date

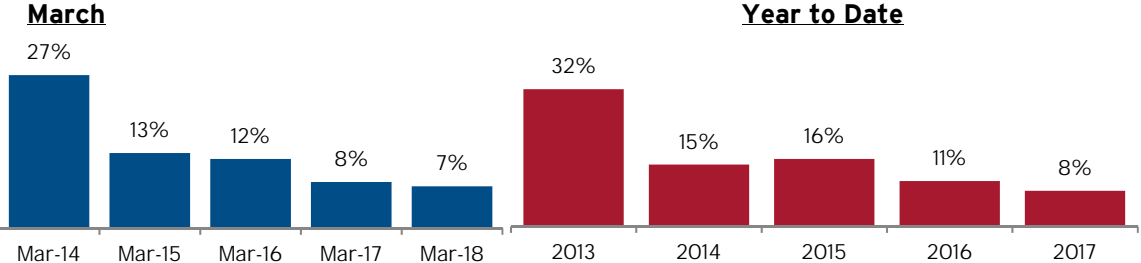


	Foreclosures	Percent Change
03/2014	202	
03/2015	122	-39.60%
03/2016	131	7.38%
03/2017	91	-30.53%
03/2018	81	-10.99%

### Foreclosures

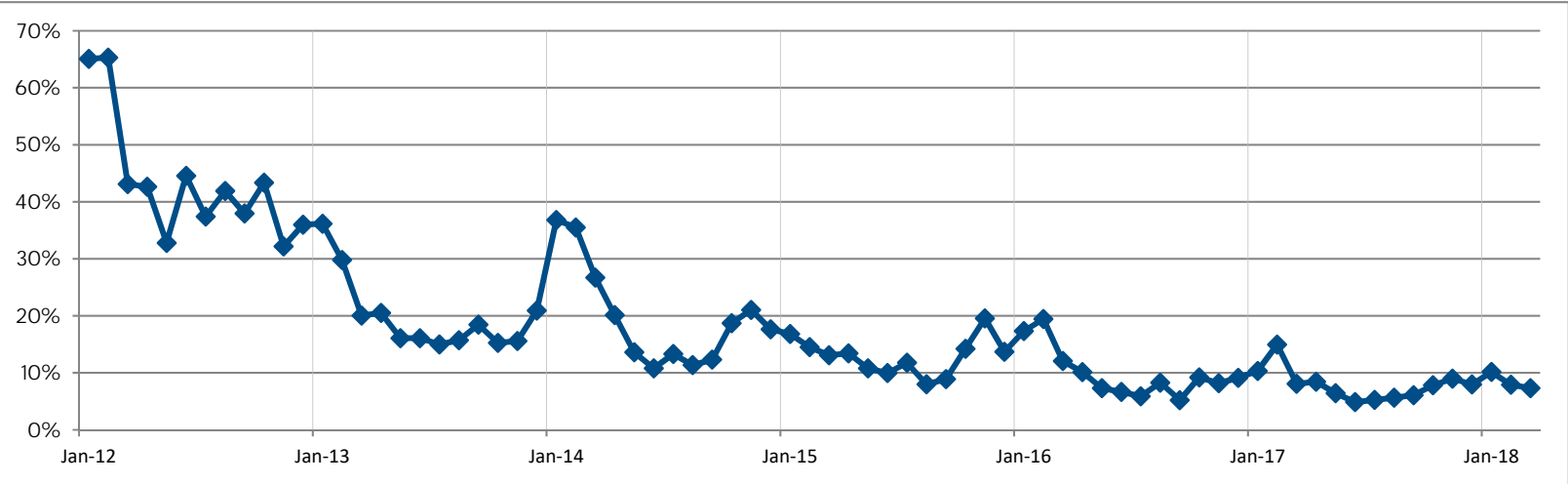


# Market Overview

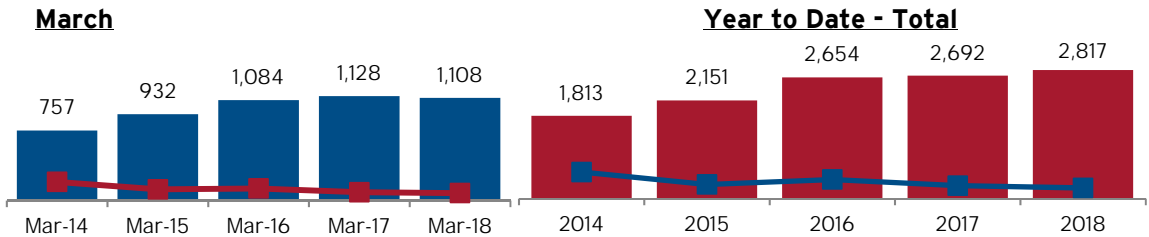


	Foreclosure as % of Sales	Percent Change
03/2014	27%	
03/2015	13.09%	-50.94%
03/2016	12.08%	-7.68%
03/2017	8.07%	-33.24%
03/2018	7.31%	-9.38%

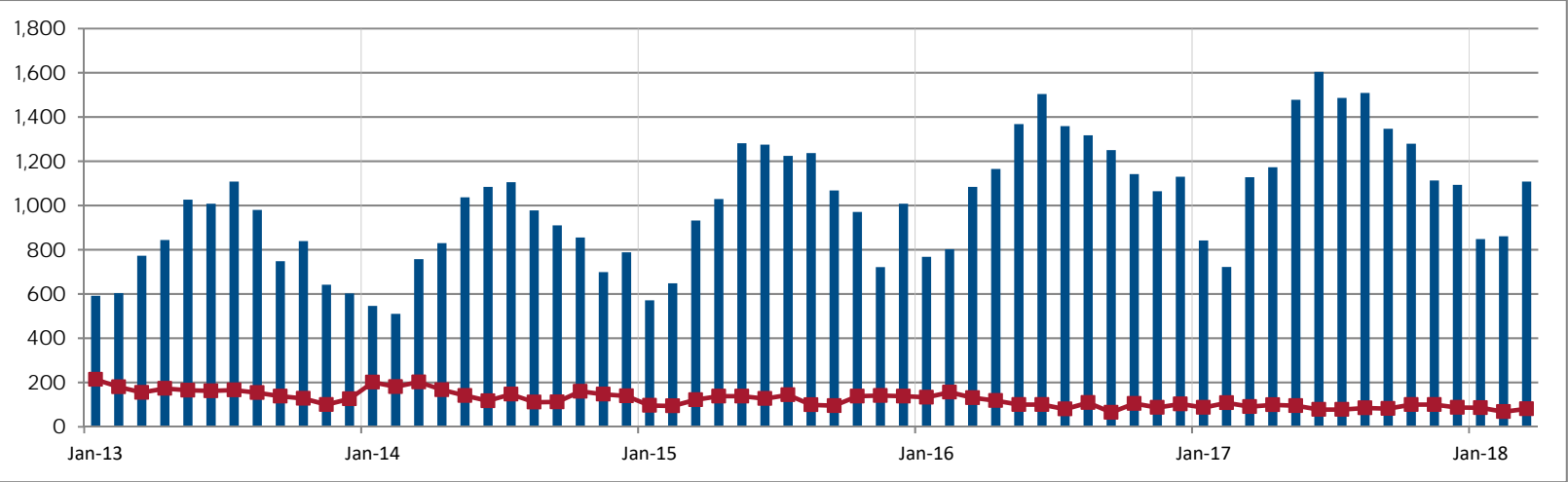
Foreclosures as a % of Sales



# Market Overview



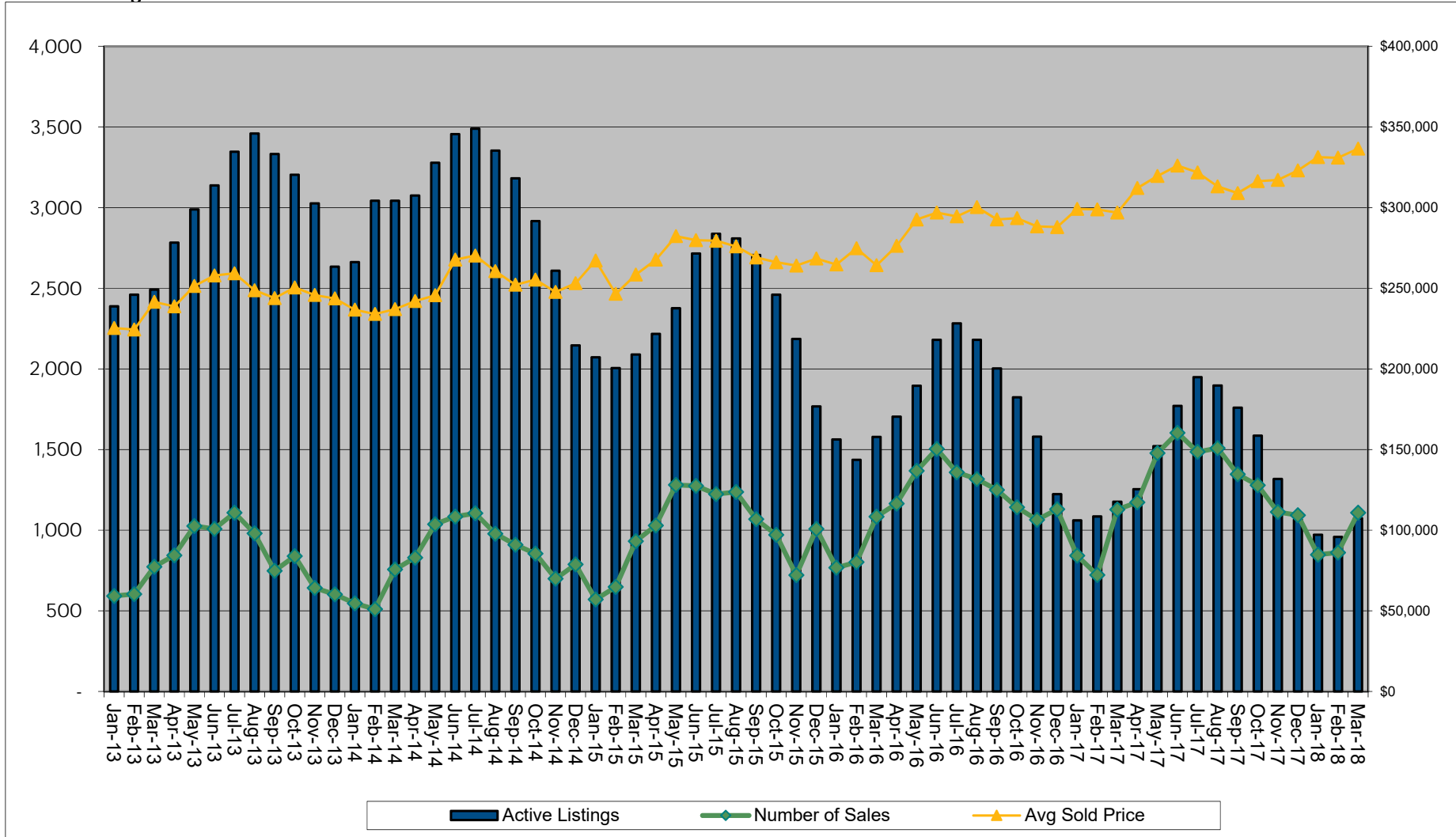
Number of Sales v Number of Foreclosures



# Market Overview

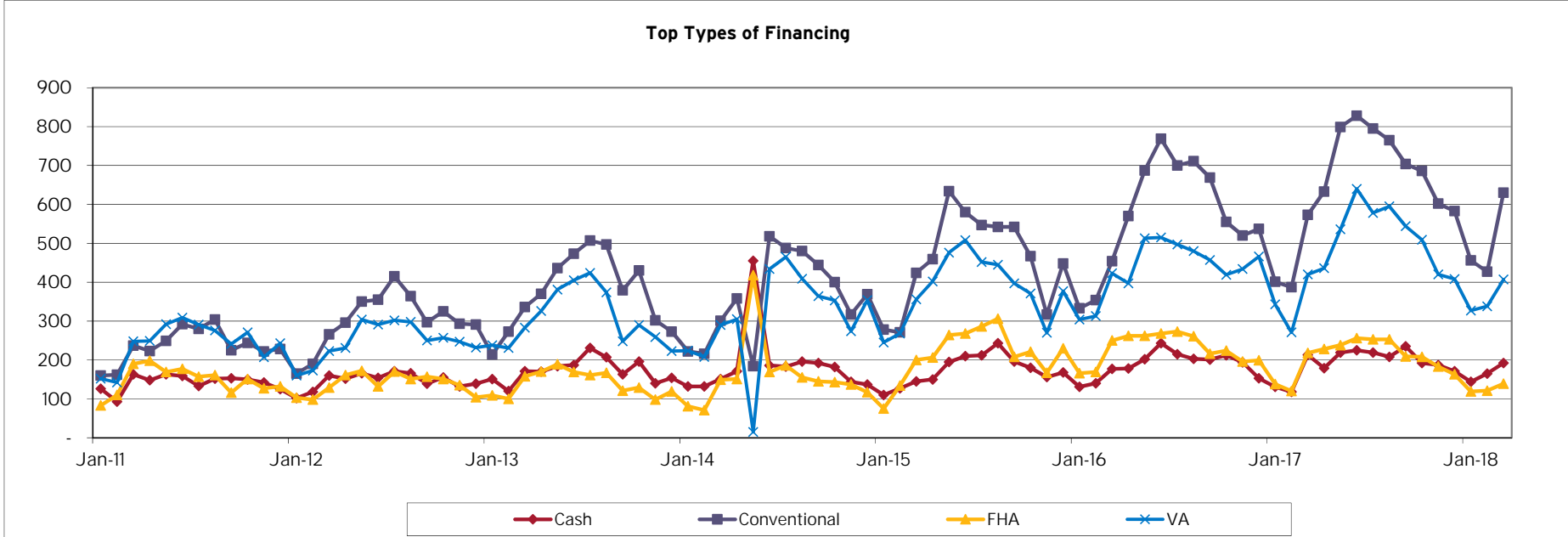
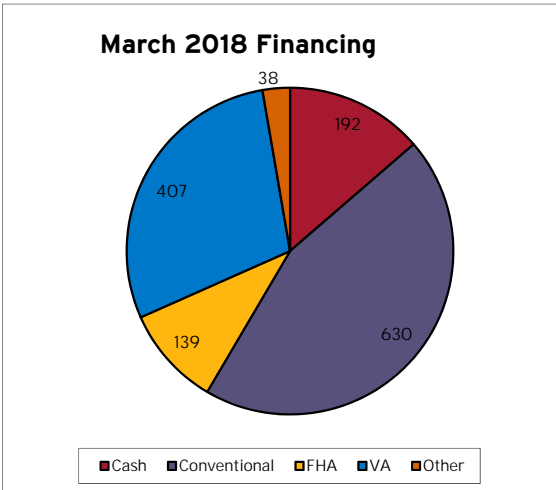
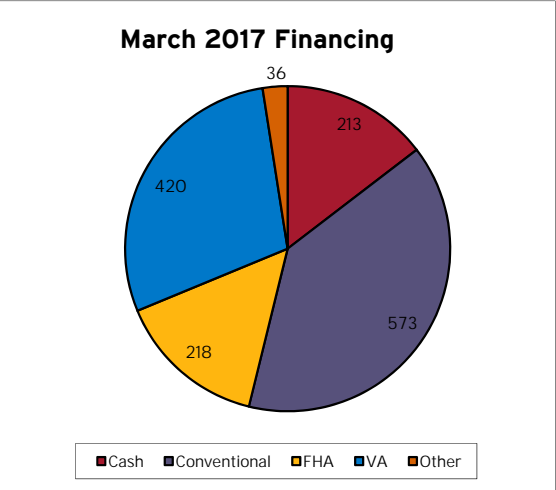
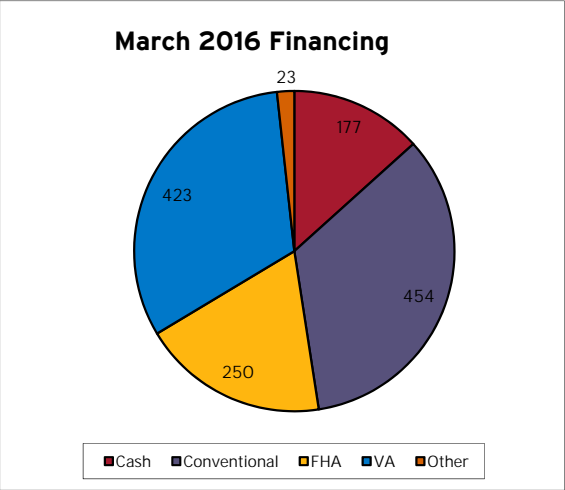


Active Listings v Number Sold v Sales Price





# Market Overview



# Market Overview



## Freddie Mac 30-Year Fixed-Rate Mortgage rates

